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## COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS

U. S. Department of Agriculture  
and State Agricultural Colleges  
Cooperating.

States Relations Service, Office  
of Extension Work North and West,  
Washington, D. C.

# *This Looks Good*

The FARM MANAGEMENT TOUR answers a question that often puzzles county agents, namely: "How can I conduct a good farm management demonstration?" Such a tour gives each farmer of a community a chance to profit by the experience of other farmers who have tackled the same farm organization problems. This is the way it worked in Woodford County, Illinois:

Farm records were secured from the same twenty-three farms for four consecutive years. Five farms were selected, as showing how some one was meeting the most important problems affecting farm profits. The county agent conducted a one day tour of these farms and each of the five farmers told of the changes they had made in their plans and the results of the changes. For example,

One farmer told that it was his ambition to have the crops on all the land grow as well as they did on the best land, and how four years before the county agent had advised him that he was decreasing fertility and not using labor efficiently. At that time 230 acres of the 300 acres in crops had been in corn and oats, but now he had established a rotation of (1) corn, (2) corn, (3) oats, (4) wheat, (5) mixed clover pasture, and an extra field in alfalfa. During each rotation limestone is spread before seeding clover and rock phosphate is spread on the pasture before breaking. When compared to untreated fields the same years, this soil treatment has given an average increase in yield of 15 bushels of corn to the acre. Formerly this man had difficulty in getting enough help for corn cultivation and husking; now he keeps two hired men busy almost the year round, and work horses have been reduced from 15 to 9 with the help of a tractor and a well planned rotation of crops. Spring pigs weighing 195 pounds the first of September were grown on alfalfa pasture, corn and tankage.

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EACH OF THE 80 MEN WHO PARTICIPATED IN THE TOUR SAW DESIRABLE PRACTICES IN ACTUAL OPERATION AND THE FARM RECORDS CLINCHED THE ARGUMENTS.

THE TOUR DEMONSTRATED THAT THE BEST RESULTS IN FARM MANAGEMENT EXTENSION COME FROM DEFINITE LONG TIME PROJECTS.

County Agent Section
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